



CPC Salary Survey

REGIONAL Interim Report No. 1, February 1986

EASTERN REGION (ECPO)

Bentley College
Boston College
University of Bridgeport
Brown University
Columbia University
Columbia University - Graduate School of Business
University of Connecticut
Cornell University
City University of New York - Bernard M. Baruch College
City University of New York - City College
City University of New York - Hunter College
Dartmouth College
Johnson & Wales College
University of Maine - Orono
Massachusetts Institute of Technology
Massachusetts Institute of Technology - Sloan School of Management
University of Massachusetts - Amherst
Mount Holyoke College
New York University - Graduate School of Business
Polytechnic Institute of New York
Rensselaer Polytechnic Institute
University of Rhode Island
University of Rochester
University of Rochester - Graduate School of Management
State University of New York - Buffalo
Union College
Williams College
Worcester Polytechnic Institute
Yale University - School of Organization and Management

The 183 placement offices at the 161 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Eastern region.

The data are based on salary offers made to students graduating between September 1, 1985, and August 31, 1986. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (January 11 through February 7) and cumulatively (September 1 through February 7). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

INTERIM PERIOD 1/11/86 THROUGH 2/7/86

CUMULATIVE PERIOD 9/1/85 THROUGH 2/7/86

BY CURRICULUM FOR
ALL TYPES OF EMPLOYERS

	NUMBER OF OFFERS		AVERAGE \$ OFFERS		PERCENTILES ¹		
	Regional	National	Regional	National	90th	50th	10th
BUSINESS							
Accounting	60	826	\$1743	\$1789	\$1850	\$1750	\$1625
Business Administration & Management	1	122	1460	1671	*	*	*
Management Information Systems	+	64	+	1981			
Marketing & Distribution	+	179	+	1585			
HUMANITIES & SOCIAL SCIENCES							
Economics ²	4	29	1507	1675	*	*	*
Humanities	3	26	1121	1469	*	*	*
Social Sciences	5	83	1342	1405	*	*	*
ENGINEERING							
Aerospace & Aeronautical	+	32	+	2334			
Chemical	2	137	2022	2463	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	122	+	2032			
Electrical (incl. Computer Engrg.)	14	579	2453	2313	*	*	*
Geological	+	3	+	2000			
Industrial	1	94	2208	2241	*	*	*
Mechanical	8	308	2423	2313	*	*	*
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	+	15	+	2364			
Mining & Mineral	+	1	+	2250			
Nuclear (incl. Engrg. Physics)	+	8	+	2326			
Petroleum	+	41	+	2809			
Engineering Technology	+	37	+	2182			
SCIENCES							
Agricultural Sciences	+	35	+	1667			
Allied Health Professions	+	1	+	1225			
Biological Sciences	+	1	+	1983			
Chemistry	+	9	+	1873			
Computer Science	10	187	1944	2196	*	*	*
Mathematics	+	23	+	2114			
Other Physical & Earth Sciences	1	5	1167	1607	*	*	*
Totals	109	2967					

	NUMBER OF OFFERS		AVERAGE \$ OFFERS		PERCENTILES ¹		
	Regional	National	Regional	National	90th	50th	10th
	90	2586	\$1733	\$1769	\$1833	\$1750	\$1625
	4	455	1782	1637	*	*	*
	+	222	+	1897			
	+	498	+	1589			
	4	82	1507	1649	*	*	*
	3	89	1121	1465	*	*	*
	5	142	1342	1456	*	*	*
	3	175	2358	2287	*	*	*
	12	405	2435	2443	*	*	*
	2	384	2165	2003	*	*	*
	78	1855	2407	2299	2604	2450	2125
	+	10	+	2013			
	4	310	2166	2250	*	*	*
	27	1072	2349	2292	2550	2416	2000
	1	66	2233	2315	*	*	*
	+	1	+	2250			
	+	35	+	2269			
	+	114	+	2755			
	+	170	+	2180			
	+	68	+	1579			
	+	9	+	1641			
	+	12	+	1751			
	3	31	2373	1975	*	*	*
	20	643	2017	2166	2333	2000	1666
	+	67	+	1984			
	2	32	1363	1834	*	*	*
Totals	258	9533					

¹ Percentiles are computed on regional data² Includes economics programs with both business and social science orientation

* Not computed for fewer than 20 offers

+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

INTERIM PERIOD 1/11/86 THROUGH 2/7/86

CUMULATIVE PERIOD 9/1/85 THROUGH 2/7/86

BY OCCUPATIONAL TITLE FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS		AVERAGE \$ OFFERS		PERCENTILES ¹				NUMBER OF OFFERS		AVERAGE \$ OFFERS		PERCENTILES ¹		
	Regional	National	Regional	National	90th	50th	10th		Regional	National	Regional	National	90th	50th	10th
ADMINISTRATIVE & MANAGEMENT															
Accountants & Auditors	62	817	\$1726	\$1793	\$1850	\$1750	\$1600		92	2556	\$1722	\$1770	\$1833	\$1750	\$1600
Business Administration	1	43	1167	1567	*	*	*		1	136	1167	1632	*	*	*
Financial Analysts	+	22	+	1805					+	56	+	1779			
Management Trainee	4	223	1590	1636	*	*	*		5	599	1722	1603	*	*	*
Personnel & Labor Relations	1	9	1250	1443	*	*	*		1	34	1250	1606	*	*	*
COMPUTER & MATHEMATICAL															
Computer Programmers	5	122	2052	2092	*	*	*		9	408	2075	2063	*	*	*
Computer Scientists (incl. Systems Analysts)	3	147	2005	2186	*	*	*		9	432	2056	2166	*	*	*
Mathematicians/Statisticians	+	14	+	2119					+	41	+	1859			
MARKETING & SALES															
Advertising/Marketing	1	25	1292	1675	*	*	*		1	99	1292	1672	*	*	*
Retail/Wholesale Sales	1	89	1500	1600	*	*	*		1	311	1500	1610	*	*	*
Technical Sales	1	40	1750	1696	*	*	*		2	107	1625	1773	*	*	*
ALL OTHER OCCUPATIONS															
Communications Occupations	2	6	1056	1369	*	*	*		2	33	1056	1710	*	*	*
Engineers (Engrg. Degree Required)	25	1310	2399	2317	2550 [†]	2500 [†]	2125		131	4443	2377	2292	2558	2417	2000
Farm & Natural Resources Management	1	8	1250	1355	*	*	*		1	22	1250	1627	*	*	*
Health-Related Occupations	1	5	1166	1318	*	*	*		1	19	1166	1526	*	*	*
Insurance & Real Estate Occupations	+	15	+	1748					1	35	1917	1709	*	*	*
Production Occupations	+	21	+	2043					+	70	+	1994			
Researchers—Nonscientific	1	7	1583	1699	*	*	*		1	21	1583	1703	*	*	*
Researchers—Scientific	+	16	+	1859					+	62	+	2015			
Social Workers & Recreational Workers	+	17	+	1357					+	25	+	1367			
Transportation & Distribution Occupations	+	9	+	1767					+	24	+	1770			
Totals	109	2967							258	9333					

¹ Percentiles are computed on regional data.

* Not computed for fewer than 20 offers.

+ No offers reported.

† The 90th and 50th percentiles are close in value because of a clustering of offers.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates

Inexperienced

(One Year Or Less Of Full Time, Non Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 1/11/86 THROUGH 2/7/86							CUMULATIVE PERIOD 9/1/85 THROUGH 2/7/86						
	NUMBER OF OFFERS		AVERAGE \$ OFFERS		PERCENTILES ¹			NUMBER OF OFFERS		AVERAGE \$ OFFERS		PERCENTILES ¹		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	+	49	+	\$2150				+	194	+	\$2110			
MBA (Nontechnical Undergraduate)	+	68	+	2326				+	224	+	2224			
MBA (Technical Undergraduate)	1	10	\$2583	2419	*	*	*	2	33	\$2458	2467	*	*	*
MS Business (incl. Mgmt., Mktg., Finance, etc.)	+	23	+	2180				+	42	+	2261			
Administration (incl. Public, Hospital, etc.)	+	1	+	2666				+	2	+	2208			
Industrial Mgmt. (incl. Industrial Admin.)	+	1	+	1750				+	4	+	2310			
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	4	+	1217				+	14	+	1426			
Social Sciences	+	7	+	1636				+	15	+	1591			
ENGINEERING														
Chemical	+	18	+	2721				+	32	+	2659			
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	13	+	2494				+	44	+	2433			
Electrical (incl. Computer Engrg.)	2	73	2920	2819	*	*	*	23	162	2805	2810	\$3033	\$2893	\$2533
Industrial	+	6	+	2762				2	12	2796	2718	*	*	*
Mechanical	+	26	+	2767				19	83	2803	2721	*	*	*
Metallurgical (incl. Metallurgy & Ceramic Engrg.) ²	+	9	+	2664				1	15	2666	2634	*	*	*
Nuclear (incl. Engrg. Physics)	+	3	+	3078				+	3	+	3078			
SCIENCES														
Chemistry	+	6	+	2125				2	9	2605	2218	*	*	*
Computer Science	1	28	2416	2847	*	*	*	2	80	2666	2708	*	*	*
Geology & Related Geological Sciences	+	8	+	2378				+	19	+	2389			
Mathematics	+	1	+	2400				+	9	+	2436			
Totals	4	354						51	996					

¹ Percentiles are computed on regional data

+ No offers reported

* Not computed for fewer than 20 offers

² Previously reported under SCIENCES heading

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced¹

GRADUATE PROGRAM	INTERIM PERIOD 1/11/86 THROUGH 2/7/86							CUMULATIVE PERIOD 9/1/85 THROUGH 2/7/86						
	NUMBER OF OFFERS		AVERAGE \$ OFFERS		PERCENTILES ²			NUMBER OF OFFERS		AVERAGE \$ OFFERS		PERCENTILES ²		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Nontech Undergraduate	+	15	+	\$2459				+	60	+	\$2383			
MBA - Tech Undergraduate	+	3	+	3333				+	11	+	2643			
Over 2 to 4 years														
MBA - Nontech Undergraduate	+	16	+	2384				+	36	+	2392			
MBA - Tech Undergraduate	+	5	+	2756				+	11	+	2777			
Over 4 years														
MBA - Nontech Undergraduate	+	2	+	2621				+	12	+	2333			
MBA - Tech Undergraduate	+	2	+	3251				+	2	+	3251			
Totals	+	43						+	132					

ENGINEERING

Chemical	+	7	+	\$3641
Civil (incl. Construction, Sanitary & Transportation Engrg.)	+	3	+	3225
Electrical (incl. Computer Engrg.)	+	11	+	3835
Mechanical	+	1	+	2625
Metallurgical (incl. Metallurgy, Materials Engrg., Science & Ceramics) ³	+	3	+	3167

SCIENCES

Chemistry	+	15	+	3108
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	+	1	+	2491
Physics	+	7	+	3451

Totals + 48

DOCTORAL DEGREE CANDIDATES

2	37	\$3438	\$3532	*	*	*
+	4	+	2960			
7	30	4010	3742	*	*	*
7	11	3733	3486	*	*	*
8	14	3438	3479	*	*	*
8	38	3196	3049	*	*	*
+	2	+	2671			
6	28	3563	3505	*	*	*
38	164					

¹ Years of previous full-time, nonmilitary employment

² Percentiles are computed on regional data

+

³ Not computed for fewer than 20 offers

⁴ Previously reported under SCIENCES heading

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

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INTERIM PERIOD 01/11/86 THROUGH 02/07/86

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CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDISING	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
ACCOUNTING	// 1742 55 // // 1850 // 1600	//	// 1750 3 //	//	//	//
BUSINESS ADMINISTRATION &	//	// 1460 1 //	//	//	//	//
MANAGEMENT INFO SYSTEMS	//	//	//	//	//	//
MARKETING & DISTRIBUTION	//	//	//	//	//	//
ECONOMICS	//	// 1270 1 //	// 1500 1 //	//	//	//
HUMANITIES	//	//	// 916 1 //	//	//	//
SOCIAL SCIENCES	//	//	// 1250 1 //	//	//	//

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 AVERAGE MONTHLY SALARY OFFERS
 BY CURRICULUM & EMPLOYER

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CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MFRCHANDISING	AERO-ELECTRNC	AUTO.MECH-EQPT	BLDG MATERIAL
AEROSPACE & AERONAUTICAL	//	//	//	//	//	//
CHEMICAL	//	//	//	//	//	//
ELECTRICAL (INCL COMP ENG)	//	//	// 2500 1	//	//	//
CIVIL	//	//	//	//	//	//
GEOLOGICAL	//	//	//	//	//	//
INDUSTRIAL	// 2208 1	//	//	//	//	//

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 BY CURRICULUM & EMPLOYER

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CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDISING	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
MECHANICAL	//	//	// 2500 1 //	//	// 2583 1 //	// 2500 1 //
METALLURGICAL	//	//	//	//	//	//
MINING & MINERAL	//	//	//	//	//	//
NUCLEAR	//	//	//	//	//	//
PETROLEUM	//	//	//	//	//	//
ENGINEERING TECHNOLOGY	//	//	//	//	//	//

FEBRUARY 1986 ECPD INTERIM REPORT
 AVERAGE MONTHLY SALARY OFFERS
 BY CURRICULUM & EMPLOYER

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CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MFCHANDSNG	AERO-ELECTRNC	AUTO. MECH-EQPT	BLDG MATERIAL
AGRICULTURAL	//	//	//	//	//	//
ALLIED HEALTH PROFESSIONS	//	//	//	//	//	//
BIOLOGICAL	//	//	//	//	//	//
CHEMISTRY	//	//	//	//	//	//
COMPUTER SCIENCE	//	//	// 2167 1	//	//	//
MATHEMATICS	//	//	//	//	//	//
OTHER PHYSICAL & EARTH	//	//	//	//	//	//

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 AVERAGE MONTHLY SALARY OFFERS
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CURRICULUM	CHEMCLS-DRUG	COMP-BUS MACH	ELECTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM. FAB METAL
ACCOUNTING	//	// 1885 1	//	//	//	//
BUSINESS ADMINISTRATION &	//	//	//	//	//	//
MANAGEMENT INFO SYSTEMS	//	//	//	//	//	//
MARKETING & DISTRIBUTION	//	//	//	//	//	//
ECONOMICS	//	//	//	//	//	//
HUMANITIES	//	//	//	//	//	//
SOCIAL SCIENCES	//	//	//	// 1250 1	//	//

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CURRICULUM	CHEMCLS-DRUG	COMP-BUS MACH	ELECTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM. FAB METAL
AEROSPACE & AERONAUTICAL	/	/	/	/	/	/
CHEMICAL	/	/	/	/	/	/
ELECTRICAL (INCL COMP ENG)	/	2415 1	2327 4	/	/	/
CIVIL	/	/	/	/	/	/
GEOLOGICAL	/	/	/	/	/	/
INDUSTRIAL	/	/	/	/	/	/

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 AVERAGE MONTHLY SALARY OFFERS
 BY CURRICULUM & EMPLOYER

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CURRICULUM	CHEMCLS-DRUG	COMP-BUS MACH	ELFCTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM. FAB METAL
MECHANICAL	//	//	// 2438 2	//	// 2525 2	//
METALLURGICAL	//	//	//	//	//	//
MINING & MINERAL	//	//	//	//	//	//
NUCLEAR	//	//	//	//	//	//
PETROLEUM	//	//	//	//	//	//
ENGINEERING TECHNOLOGY	//	//	//	//	//	//

FEBRUARY 1986 ECPD INTERIM REPORT
 AVERAGE MONTHLY SALARY OFFERS
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CURRICULUM	CHEMCLS-DRUG	COMP-BUS MACH	ELECTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM. FAB METAL
AGRICULTURAL	/	/	/	/	/	/
ALLIED HEALTH PROFESSIONS	/	/	/	/	/	/
BIOLOGICAL	/	/	/	/	/	/
CHEMISTRY	/	/	/	/	/	/
COMPUTER SCIENCE	/	/ 2144 3	/	/	/	/
MATHEMATICS	/	/	/	/	/	/
OTHER PHYSICAL & EARTH	/	/	/	/	/	/

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 AVERAGE MONTHLY SALARY OFFERS
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CURRICULUM	PETROLEUM	RESEARCH, CON	UTILITIES-PUBLIC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
ACCOUNTING	//	//	//	//	// 1625 1	//
BUSINESS ADMINISTRATION &	//	//	//	//	//	//
MANAGEMENT INFO SYSTEMS	//	//	//	//	//	//
MARKETING & DISTRIBUTION	//	//	//	//	//	//
ECONOMICS	//	// 1191 1	// 2067 1	//	//	//
HUMANITIES	//	//	//	// 1196 1	//	// 1250 1
SOCIAL SCIENCES	//	// 1521 2	//	//	//	// 1166 1

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CURRICULUM	PETROLEUM	RESEARCH, CON	ULTIES-PUBLIC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AENOSPACE & AERONAUTICAL	//	//	//	//	//	//
CHEMICAL	// 2485 1	//	//	// 1558 1	//	//
ELFCTRICAL (INCL COMP ENG)	//	// 2514 8	//	//	//	//
CIVIL	//	//	//	//	//	//
GEOLOGICAL	//	//	//	//	//	//
INDUSTRIAL	//	//	//	//	//	//

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CURRICULUM	PETROLEUM	RESEARCH, CON	UTILITIES-PUBLIC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MECHANICAL	//	//	//	// 1833 1	//	//
METALLURGICAL	//	//	//	//	//	//
MINING & MINERAL	//	//	//	//	//	//
NUCLEAR	//	//	//	//	//	//
PETROLEUM	//	//	//	//	//	//
ENGINEERING TECHNOLOGY	//	//	//	//	//	//

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CURRICULUM	PETROLEUM	RESEARCH, CON	UILTIES-PUBLIC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AGRICULTURAL	//	//	//	//	//	//
ALLIED HEALTH PROFESSIONS	//	//	//	//	//	//
BIOLOGICAL	//	//	//	//	//	//
CHEMISTRY	//	//	//	//	//	//
COMPUTER SCIENCE	//	//	// 1838 2	// 1875 2	//	// 1708 2
MATHEMATICS	//	//	//	//	//	//
OTHER PHYSICAL & EARTH	//	//	//	//	//	// 1167 1

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 01/11/86 THROUGH 02/07/86

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBRUARY 1986 ECPD REGIONAL INTERIM REPORT

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDISING	AERO-ELECTRNC	AUTO. MECH-EQPT	BLDG MATERIAL
MBA--NON-TECH	//	//	//	//	//	//
MBA--TECH	// 2583 1	//	//	//	//	//

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBRUARY 1986 ECPO REGIONAL INTERIM REPORT

CURRICULUM	CHEMCLS-DRUG	COMP-BUS MACH	ELECTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM. FAB METAL
MBA--NON-TECH	//	//	//	//	//	//
MBA--TECH	//	//	//	//	//	//

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 01/11/86 THROUGH 02/07/86

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBRUARY 1986 ECPO REGIONAL INTERIM REPORT

CURRICULUM	PETROLEUM	RESEARCH, CON	UTILITIES-PUBLIC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA--NON-TECH	//	//	//	//	//	//
MBA--TECH	//	//	//	//	//	//